18720-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		SEP 1989	SEP 1988	JUL-SEP 1989/90	JUL-SEP 1988/89
AL	Alabama	5,172	9,099	13,566	12,632
AK	Alaska	0	0	0	0
AZ	Arizona	261	122	871	283
AR	Arkansas	4,047	2,234	6,858	11,319
CA	California	6,084	6,228	12,697	14,557
CO	Colorado	510	424	1,054	959
CT	Connecticut	319	261	459	531
DE	Delaware	738	1,792	1,822	3,799
FL	Florida	7,446	6,009	27,898	13,291
GA	Georgia	16,655	4,217	27,901	19,706
HI	Hawaii	61	(10)	3,387	159
ID	Idaho	2,236	2,125	4,372	4,871
IL	Illinois	34,951	25,239	185,078	128,508
IN	Indiana	23,401	17,616	84,559	60,709
IA	Iowa	33,524	30,852	164,582	138,100
KS	Kansas	4,233	6,472	10,985	12,235
KY	Kentucky	9,682	2,183	23,053	19,305
LA	Louisiana	1,894	1,467	4,241	16,944
ME	Maine	27	0	132	18
MD	Maryland	2,104	3,744	2,831	10,488
MA	Massachusetts	390	62	1,078	846
MI	Michigan	19,945	9,562	43,291	48,131
MN	Minnesota	23,895	23,009	86,166	77,100
MS	Mississippi	1,683	2,739	1,981	5,001
MO	Missouri	22,375	19,851	72,229	62,180
MT	Montana	1,158	910	2,874	1,896
NE	Nebraska	1,685	1,670	4,183	3,615
NV	Nevada	0	61	0	61
NH	New Hampshire	0	59	156	59
NJ	New Jersey	337	471	1,003	908
NM	New Mexico	487	4,605	831	8,534
NY	New York	2,557	3,523	7,129	6,820
NC	North Carolina	6,338	6,035	12,657	13,135
ND	North Dakota	1,985	329	4,560	3,364
OH	Ohio	60,544	45,066	100,831	96,948
OK	Oklahoma	2,748	3,494	6,291	6,051
OR	Oregon	2,384	2,235	5,393	5,912
PA	Pennsylvania	4,511	3,279	9,956	7,941
RI	Rhode Island	119	75	179	1,102
SC	South Carolina	9,877	1,146	18,354	12,024
SD	South Dakota	1,365	661	2,514	1,831
TN	Tennessee	11,573	1,394	13,573	15,104
TX	Texas	10,090	8,948	23,465	18,431
UT	Utah	903	343	2,804	665
VT	Vermont	187	86	1,188	149
VA	Virginia	2,559	998	4,196	10,459
WA	Washington	2,822	1,545	7,706	6,437
WV	West Virginia	75	0	136	106
WI	Wisconsin	11,187	18,806	44,390	47,133
WY	Wyoming	382	29	596	440
	TOTAL U.S.:	357,506	281,065	1,[illegible]56	930,797
CANADA					
AB	Alberta	992	1,495	3,326	2,438
BC	Brit. Columbia	64	46	236	210
MB	Manitoba	1,721	2,583	3,282	3,935
NB	New Brunswick	34	478	265	730
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	230	464	443	876
ON	Ontario	8,820	16,534	12,781	32,827
PE	Pr.Edward Isle	86	2,041	119	4,015
PQ	Quebec	3,613	1,463	6,816	4,165
SK	Saskatchewan	446	746	988	1,144
	TOTAL CAN:	16,006	25,850	28,256	50,340
EXPORT SALES:		179,406	334,236	812,145	1,088,141
TOTAL AG SALES		552,918	641,151	1,896,457	2,069,278
Non-Ag	U.S.	34,533	35,478	105,271	104,656
	Canada	1,262	4,499	3,925	8,580
	Exports	7,269	12,734	27,090	26,402
TOTAL NON-AG SALES		43,064	52,711	136,286	139,638
GRAND TOTAL		**595,982**	**693,862**	**2,032,743**	**2,208,916**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

SEPTEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	14	1,592	2,430	1,015	121	5,172
AK Alaska	0	0	0	0	0	0
AZ Arizona	90	31	82	0	58	261
AR Arkansas	45	0	3,874	123	5	4,047
CA California	2,140	2,013	803	90	1,038	6,084
CO Colorado	204	0	214	32	60	510
CT Connecticut	0	309	0	0	10	319
DE Delaware	62	0	610	0	66	738
FL Florida	1,684	408	674	1,662	3,018	7,446
GA Georgia	2,036	122	7,689	5,611	1,197	16,655
HI Hawaii	0	0	0	0	61	61
ID Idaho	94	1,451	612	63	16	2,236
IL Illinois	2,305	21,317	7,220	4,064	45	34,951
IN Indiana	506	13,336	5,242	4,135	182	23,401
IA Iowa	172	17,908	7,651	7,748	45	33,524
KS Kansas	224	503	3,262	198	46	4,233
KY Kentucky	0	8,125	1,128	0	429	9,682
LA Louisiana	0	0	1,856	36	2	1,894
ME Maine	0	0	21	0	6	27
MD Maryland	0	(4)	1,078	1,008	22	2,104
MA Massachusetts	0	0	121	267	2	390
MI Michigan	123	11,458	8,294	0	70	19,945
MN Minnesota	91	7,329	15,424	907	144	23,895
MS Mississippi	0	982	679	0	22	1,683
MO Missouri	471	2,373	19,101	383	47	22,375
MT Montana	0	262	815	81	0	1,158
NE Nebraska	158	63	761	141	562	1,685
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	124	163	15	35	337
NM New Mexico	99	0	0	333	55	487
NY New York	0	206	2,067	112	172	2,557
NC North Carolina	1,275	2,250	546	1,641	626	6,338
ND North Dakota	0	337	1,589	59	0	1,985
OH Ohio	648	40,682	18,373	266	575	60,544
OK Oklahoma	152	383	2,036	32	145	2,748
OR Oregon	61	735	1,551	15	22	2,384
PA Pennsylvania	61	28	4,080	106	236	4,511
RI Rhode Island	0	0	119	0	0	119
SC South Carolina	730	365	7,846	374	562	9,877
SD South Dakota	0	735	486	144	0	1,365
TN Tennessee	118	7,197	3,253	995	10	11,573
TX Texas	875	557	7,330	685	643	10,090
UT Utah	769	0	134	0	0	903
VT Vermont	10	0	187	0	0	187
VA Virginia	61	0	1,171	1,005	322	2,559
WA Washington	15	734	1,994	61	18	2,822
WV West Virginia	0	61	14	0	0	75
WI Wisconsin	121	7,024	2,689	812	541	11,187
WY Wyoming	0	292	68	0	22	382
TOTAL U.S.:	15,404	151,288	145,337	34,219	11,258	357,506
CANADA						
AB Alberta	24	0	928	40	0	992
BC Brit. Columbia	0	0	64	0	0	64
MB Manitoba	0	282	1,310	129	0	1,721
NB New Brunswick	0	(132)	166	0	0	34
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	86	144	0	0	230
ON Ontario	0	3,983	4,549	131	157	8,820
PE Pr.Edward Isle	0	0	62	0	24	86
PQ Quebec	0	0	3,466	0	147	3,613
SK Saskatchewan	30	0	416	0	0	446
TOTAL CAN:	54	4,219	11,105	300	328	16,006
*EXPORT SALES:	129,535	18,949	20,109	8,757	2,056	179,406
TOTAL AG SALES	144,993	174,456	176,551	43,276	13,642	552,918
NON-AG U.S.	25,273	-	-	8,724	536	34,533
Canada	1,085	-	-	168	9	1,262
*Exports	4,147	-	-	3,122	0	7,269
TOTAL NON-AG SALES	30,505	-	-	12,014	545	43,064
GRAND TOTAL	**175,498**	**174,456**	**176,551**	**55,290**	**14,187**	**595,982**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

SEPTEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	14	0	8,634	0	0	8,648
Brazil	3,418	10,476	7,371	0	0	21,265
China	18,425	0	0	0	0	18,425
Columbia	3,556	0	0	0	0	3,556
Costa Rica	4,005	667	1,421	0	551	6,644
Denmark	10,469	0	0	0	0	10,469
Ecuador	1,323	0	0	0	0	1,323
Honduras	0	0	0	0	485	485
India	29,708	0	0	0	0	29,708
Indonesia	3,727	0	0	0	0	3,727
Japan	19,282	0	2,683	8,757	849	31,571
Korea	13,145	0	0	0	0	13,145
Malaysia	14,718	0	0	0	0	14,718
Mexico	284	0	0	0	160	444
New Zealand	847	6,715	0	0	0	7,562
Nigeria	6,614	0	0	0	0	6,614
Puerto Rico	0	1,091	0	0	11	1,102
TOTAL AG:	129,535	18,949	20,109	8,757	2,056	179,406
NON-AGRICULTURAL						
Japan	150	-	-	3,122	0	3,272
Korea	87	-	-	0	0	87
Mexico	548	-	-	0	0	548
Puerto Rico	4	-	-	0	0	4
Taiwan	51	-	-	0	0	51
(A) OTHER COUNTRIES	3,307	-	-	0	0	3,307
TOTAL NON-AG:	4,147	-	-	3,122	0	7,269
TOTAL EXPORTS	**133,682**	**18,949**	**20,109**	**11,879**	**2,056**	**186,675**

(A) 3,307 tons to Dominican Republic.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

SEPTEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	0	1,514	2,430	1,015	4,959
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	123	123
CA California	0	0	124	90	214
CO Colorado	0	0	0	32	32
CT Connecticut	0	309	0	0	309
DE Delaware	62	0	610	0	672
FL Florida	1,470	408	613	1,650	4,141
GA Georgia	2,006	122	7,586	5,598	15,312
HI Hawaii	0	0	0	0	0
ID Idaho	0	255	401	63	719
IL Illinois	494	21,129	4,317	4,003	29,943
IN Indiana	204	12,368	1,246	4,135	17,953
IA Iowa	61	17,420	4,375	7,748	29,604
KS Kansas	0	0	110	81	191
KY Kentucky	0	8,125	221	0	8,346
LA Louisiana	0	0	0	0	0
ME Maine	0	0	21	0	21
MD Maryland	0	(4)	1,078	1,008	2,082
MA Massachusetts	0	0	121	267	388
MI Michigan	123	11,458	8,294	0	19,875
MN Minnesota	91	7,329	15,408	907	23,735
MS Mississippi	0	982	0	0	982
MO Missouri	0	1,542	3,754	94	5,390
MT Montana	0	262	815	81	1,158
NE Nebraska	0	63	274	141	478
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	124	163	15	302
NM New Mexico	0	0	0	0	0
NY New York	0	206	2,067	112	2,385
NC North Carolina	1,275	2,250	546	1,641	5,712
ND North Dakota	0	337	1,589	59	1,985
OH Ohio	648	40,682	18,373	266	59,969
OK Oklahoma	0	0	325	0	325
OR Oregon	0	483	1,247	15	1,745
PA Pennsylvania	61	28	4,080	106	4,275
RI Rhode Island	0	0	119	0	119
SC South Carolina	730	365	7,530	374	8,999
SD South Dakota	0	735	486	144	1,365
TN Tennessee	60	7,197	3,253	995	11,505
TX Texas	0	0	0	0	0
UT Utah	0	0	0	0	0
VT Vermont	0	0	187	0	187
VA Virginia	61	0	838	1,005	1,904
WA Washington	15	734	1,994	61	2,804
WV West Virginia	0	61	14	0	75
WI Wisconsin	121	7,024	2,689	812	10,646
WY Wyoming	0	292	19	0	311
TOTAL U.S.:	7,482	143,800	97,317	32,641	281,240
CANADA					
AB Alberta	24	0	928	40	992
BC Brit. Columbia	0	0	64	0	64
MB Manitoba	0	282	1,310	129	1,721
NB New Brunswick	0	(132)	166	0	34
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	86	144	0	230
ON Ontario	0	3,983	4,549	131	8,663
PE Pr.Edward Isle	0	0	62	0	62
PQ Quebec	0	0	3,466	0	3,466
SK Saskatchewan	30	0	416	0	446
TOTAL CAN:	54	4,219	11,105	300	15,678
*EXPORT SALES:	117,483	18,282	17,688	8,757	162,210
TOTAL AG SALES	125,019	166,301	126,110	41,698	459,128
NON-AG U.S.	15,159	-	-	8,390	23,549
Canada	1,085	-	-	168	1,253
*Exports	288	-	-	3,122	3,410
TOTAL NON-AG SALES	16,532	-	-	11,680	28,212
GRAND TOTAL	**141,551**	**166,301**	**126,110**	**53,378**	**487,340**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

SEPTEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	14	0	8,634	0	8,648
Brazil	3,418	10,476	7,371	0	21,265
China	18,425	0	0	0	18,425
Denmark	10,469	0	0	0	10,469
India	29,708	0	0	0	29,708
Indonesia	3,727	0	0	0	3,727
Japan	16,398	0	1,683	8,757	26,838
Korea	13,145	0	0	0	13,145
Malaysia	14,718	0	0	0	14,718
New Zealand	847	6,715	0	0	7,562
Nigeria	6,614	0	0	0	6,614
Puerto Rico	0	1,091	0	0	1,091
TOTAL AG:	117,483	18,282	17,688	8,757	162,210
NON-AGRICULTURAL					
Japan	150	-	-	3,122	3,272
Korea	87	-	-	0	87
Taiwan	51	-	-	0	51
TOTAL NON-AG:	288	-	-	3,122	3,410
TOTAL EXPORTS	**117,771**	**18,282**	**17,688**	**11,879**	**165,620**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

SEPTEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	14	78	0	0	121	213
AK Alaska	0	0	0	0	0	0
AZ Arizona	90	31	82	0	58	261
AR Arkansas	45	0	3,874	0	5	3,924
CA California	2,140	2,013	679	0	1,038	5,870
CO Colorado	204	0	214	0	60	478
CT Connecticut	0	0	0	0	10	10
DE Delaware	0	0	0	0	66	66
FL Florida	214	0	61	12	3,018	3,305
GA Georgia	30	0	103	13	1,197	1,343
HI Hawaii	0	0	0	0	61	61
ID Idaho	94	1,196	211	0	16	1,517
IL Illinois	1,811	188	2,903	61	45	5,008
IN Indiana	302	968	3,996	0	182	5,448
IA Iowa	111	488	3,276	0	45	3,920
KS Kansas	224	503	3,152	117	46	4,042
KY Kentucky	0	0	907	0	429	1,336
LA Louisiana	0	0	1,856	36	2	1,894
ME Maine	0	0	0	0	6	6
MD Maryland	0	0	0	0	22	22
MA Massachusetts	0	0	0	0	2	2
MI Michigan	0	0	0	0	70	70
MN Minnesota	0	0	16	0	144	160
MS Mississippi	0	0	679	0	22	701
MO Missouri	471	831	15,347	289	47	16,985
MT Montana	0	0	0	0	0	0
NE Nebraska	158	0	487	0	562	1,207
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	35	35
NM New Mexico	99	0	0	333	55	487
NY New York	0	0	0	0	172	172
NC North Carolina	0	0	0	0	626	626
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	575	575
OK Oklahoma	152	383	1,711	32	145	2,423
OR Oregon	61	252	304	0	22	639
PA Pennsylvania	0	0	0	0	236	236
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	316	0	562	878
SD South Dakota	0	0	0	0	0	0
TN Tennessee	58	0	0	0	10	68
TX Texas	875	557	7,330	685	643	10,090
UT Utah	769	0	134	0	0	903
VT Vermont	0	0	0	0	0	0
VA Virginia	0	0	333	0	322	655
WA Washington	0	0	0	0	18	18
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	541	541
WY Wyoming	0	0	49	0	22	71
TOTAL U.S.:	7,922	7,488	48,020	1,578	11,258	76,266
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	157	157
PE Pr.Edward Isle	0	0	0	0	24	24
PQ Quebec	0	0	0	0	147	147
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	328	328
*EXPORT SALES:	12,052	667	2,421	0	2,056	17,196
TOTAL AG SALES	19,974	8,155	50,441	1,578	13,642	93,790
NON-AG U.S.	10,114	-	-	334	536	10,984
Canada	0	-	-	0	9	9
*Exports	3,859	-	-	0	0	3,859
TOTAL NON-AG SALES	13,973	-	-	334	545	14,852
GRAND TOTAL	**33,947**	**8,155**	**50,441**	**1,912**	**14,187**	**108,642**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

SEPTEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Columbia	3,556	0	0	0	0	3,556
Costa Rica	4,005	667	1,421	0	551	6,644
Ecuador	1,323	0	0	0	0	1,323
Honduras	0	0	0	0	485	485
Japan	2,884	0	1,000	0	849	4,733
Mexico	284	0	0	0	160	444
Puerto Rico	0	0	0	0	11	11
TOTAL AG:	12,052	667	2,421	0	2,056	17,196
NON-AGRICULTURAL						
Mexico	548	-	-	0	0	548
Puerto Rico	4	-	-	0	0	4
(A) OTHER COUNTRIES	3,307	-	-	0	0	3,307
TOTAL NON-AG:	3,859	-	-	0	0	3,859
TOTAL EXPORTS	**15,911**	**667**	**2,421**	**0**	**2,056**	**21,055**

(A) 3,307 tons to Dominican Republic.